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Message Text

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44
ORIGIN EB-02

INFO OCT-01 AF-02 ADP-00 /005 R

DRAFTED BY EB/OA/AVP:CHDUDLEY:DWL
7/12/73 EXT. 29462
APPROVED BY EB/OA/AVP:JASILBERSTEIN
---------- 076559
R 131427Z JUL 73
FM SECSTATE WASHDC
INFO AMCONSUL CASABLANCA 2145

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E.O. 11652: N/A
TAGS: ETRN
SUBJ: GRUMMAN AIRCRAFT SALE TO UGANDA

"FOLLOWING IS A REPEAT
QUOTE
R081050Z FEB 73
FM AMEMBASSY KAMPALA
TO SECSTATE WASHDC 1879
INFO AMEMBASSY DAR ES SALAAM
AMEMBASSY NAIROBI

LIMITED OFFICIAL USE KAMPALA 494

SUBJECT: GRUMMAN AIRCRAFT SALE TO UGANDA

1. MR. FREDERICK OF GRUMMAN AIRCRAFT CORPORATION CALLED ON EMBOFF FEB 7 TO REPORT ON NEGOTIATIONS BETWEEN GRUMMAN AND GOU CONCERNING SALE OF GRUMMAN GULFSTREAM EXECUTIVE JET.

2. GOU INITIATED CONTACT WITH GRUMMAN SEVERAL MONTHS AGO AND RECENTLY COMPANY IN SWITZERLAND, CALLED ZIMEX, INFORMED GRUMMAN THAT THEY HAD BEEN APPROACHED BY GOU WITH REGARD TO PURCHASE OF GULFSTREAM. OUR CONTACT WAS MINDEE
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OBOTH OFUMBI, WHO REQUESTED REPRESENTATIVE FROM ZIMEX AND GRUMMAN TO COME TO UGANDA FOR NEGOTIATIONS.

3. ACCORDING TO FREDERICK SALE APPEARS IMMINENT AND INVOLVES NO REPEAT NO FINANCING. CASH SALE IS EXPECTED. GRUMMAN REQUIRES 20 PERCENT DOWN, ADDITIONAL 30 PERCENT WHEN AIRCRAFT HALF COMPLETED, AND REMAINING 50 PERCENT UPON COMPLETION. SALE PRICE IS 4.4. MILLION DOLLARS EXCLUSIVE OF SPARE PARTS, BUT INCLUDING STANDARD AVIONICS PACKAGE.

4. MR. FREDERICKS PROMISED TO KEEP EMBASSY INFORMED ON PROGRESS OF TALKS. HE IS OPTIMISTIC ABOUT SIGNING A CONTRACT BY END OF THIS WEEK.

5. ASKED WHY GOU WOULD INITIATE CONTACT WITH GRUMMAN, FREDERICK REPLIED THAT SINCE SALE OF GULFSTREAM TO NIGERIA, FOUR OTHER AFRICAN NATIONS HAVE MADE SIMILAR APPROACH (IVORY COAST, GABON, CAMEROON AND UGANDA).
GDS FEB 1977. RUSH

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